

FILTERS

FY 2021
region All
market All
division All

Customer**Net Sales Performance**

All values in USD

Note: 21 vs 20 is not part of pivot table

Values	Quarters						
	Q1		Q2			Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M
GM %	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%

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Values	Quarters						
	Q1		Q2			Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M
GM %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%

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Values	Quarters						
	Q1		Q2			Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M
GM %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%



Net Sales
Comparison

21 Vs 20	262.06%	264.68%	259.10%	261.05%	261.40%	262.49%	2081.59%
20 Vs 19	264.63%	256.58%	267.27%	261.45%	262.75%	262.02%	32.93%

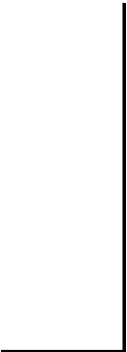




































Q3		Q4		
Apr	May	Jun	Jul	Aug
43.5M	44.4M	41.5M	44.0M	43.0M
27.7M	28.1M	26.4M	28.0M	27.4M
15.8M	16.3M	15.1M	16.0M	15.6M
36.3%	36.6%	36.4%	36.4%	36.3%

Q3		Q4		
Apr	May	Jun	Jul	Aug
7.8M	9.9M	14.9M	16.1M	16.5M
4.8M	6.2M	9.3M	10.2M	10.5M
2.9M	3.7M	5.5M	5.9M	6.1M
37.7%	37.5%	37.3%	36.7%	36.8%

Q3		Q4		
Apr	May	Jun	Jul	Aug
6.3M	6.5M	6.2M	6.5M	6.3M
3.7M	3.8M	3.6M	3.8M	3.7M
2.6M	2.6M	2.6M	2.7M	2.6M
41.4%	40.8%	42.0%	41.5%	41.4%



561.21%	447.02%	278.64%	273.93%	260.31%
122.73%	153.05%	240.65%	248.00%	262.03%